

PERSONAL INFORMATION

Vlad Nastase



JOB APPLIED FOR
POSITION
PREFERRED JOB
STUDIES APPLIED FOR
PERSONAL STATEMENT

Seasoned professional with board experience, having legal background and banking experience at management level in various business areas, involved in strategic management projects, turnaround and corporate renewal projects as well as in corporate finance and M&A.

WORK EXPERIENCE

2015- present

**CEO
Concilium Consulting**

Manage the boutique consultancy company.
Build up a team of seasoned professionals with state of the art expertise in turnaround management, corporate funding and M&A projects.

Concilium managed to build up an impressive portfolio of clients and was choose as a consultant in complex restructuring projects (8 field industries, turnaround for groups of companies having turnovers between 30 to 160 mio EUR, restructuring and financing clients with exposures of +350 mio EUR).
Involved on the buyer side with several international investment funds that participated on NPL projects that some of the top 10 Romanian banks have initiated.
Have assisted Clients to access financing for investment projects or working capital requirements having a ticket value between 1 Mio Euro to +10 Mio Euro.

2012-2015

**Head of Regional Corporate Recovery
BCR**

Manage a regional network of 42 case managers and legal advisors.
Overview a portfolio having approx. 1200 companies and overall exposure of 1.800 Mio Euro; Competence in approval matrix for restructuring and recovery cases.

Key projects:

Build up the team of employees in 6 regions from the country
Cash recovery of approx. 100 Mio Euro in 2 years
Perform a portfolio sale with an exposure of 450 Mio Euro
Full review of the portfolio under management and establish the recovery strategy on portfolio and case by case level;

- 2012- 2015 **Board Member in the Board of Administrators of the Credit Guarantee Found for Private Investors**
- 2012-2013 **Chief Risk Officer / Executive Board Member Suport Collect (part of BCR Group)**
Key responsibilities included:
Co-Manage the corporate & retail business lines
Overview from a risk perspective a portfolio (both retail and corporate) with an overall exposure of 600 Mio Eur
Coordinate the NPL portfolio sales of the company
- 2011- 2012 **Advisor to BCR's Risk Vice President (CRO)**
BCR
Key responsibilities included:
Assist the Chief Risk Officer in key strategic projects of the Bank;
Represent and advise the CRO in various matters regarding his activity on various committees of the BCR Group where he was a member of (Credit Committee, Leasing company Supervisory Board and Pension company Supervisory Board) ;
- 2009- 2011 **Deputy Legal Director – reporting directly to BCR's CEO**
BCR
Key responsibilities included:
Coordinating a team of 64 legal advisors from all BCR's subsidiaries having a vast area of activities such as: cash processing, collection, real estate management, leasing, banking – BPL and BCR Chisinau.

Key projects:
Coordinating the team of lawyers on the Anglo-Romanian Bank business transfer to BCR
Outsourcing of the cash processing activity
Outsourcing of the real estate activity
Outsourcing of part of the collection activity
Develop and establish a corporate governance function on BCR Group of companies
- 2008- 2009 **Head of Non-banking Legal Department**
BCR
Key responsibilities:
Oversee the bank's legal assistance for all contracts and legal assistance needed related to the Bank as a legal entity – except the legal matters related to the banking area strictly;
- 2007-2008 **Managing Partner**
Concilium Consulting

Business consultancy advise on foreign investors interested to enter into the Romanian market.
- 2005- 2008 **Legal Director**
Ipsos Interactive Services
Key responsibilities included:
Oversee the company's business on over 18 countries where they've conducted the online business and over the 4 countries where the company had offices and staff located.

- 2005-2006 **General Manager and minority shareholder**
Charmant Wines Collection – wine import & distributor
- 2005-2006 **Legal Advisor**
Metropolitan Media
- 2005- 2006 **Rosal Group**
Legal Advisor
- 2005 **Executive Director**
TeleShop 24 – first home shopping television in Romania
- 2002-2005 **Producer**
Realitatea TV
- 2001-2002 **Head of Multimedia Archive**
Realitatea TV

EDUCATION AND TRAINING

- 2012-2014 **Executive MBA**
Wien University Bucharest/Vienna
- 2000-2004 **Law Faculty**
Titu Maiorescu University

PERSONAL SKILLS

Mother tongue(s) Romanian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
German	B1	B1	B1	B1	B1
French	A1/A2	A1	A1/A2	A1	A1

Communication skills

- Excellent communication skills gained through my experience as executive manager exposed to international business environment
- Excellent command skills gained as manager of various multidisciplinary teams

Organisational / managerial skills

- Leadership
- Strategic management competence both for distress business as well as for healthy ones
- Board experience in the financial area (credit & risk)
- Seasoned turnaround professional with proven results in various industries with a vast area of activity from production and services to commerce and hospitality

ADDITIONAL INFORMATION

- Board member in the Turnaround Management Association – Romanian Chapter
- Frequent speaker in various conferences and professional seminars

